

PHILIP MORRIS MANAGEMENT CORP.

Law Department Memorandum
Richmond, Virginia

To: Distribution

Date: 9 March 1989

From: Art Palmer

Subject: DELTA FOREIGN FILING PROGRAM

A review of the patent possibilities for alternative heat sources has now been completed, and Fish & Neave recommends that we proceed with the foreign filing of PM 1319 in its present form. (This is the fourth case discussed in my memo of February 10. It covers the original carbon heat source approach based on charcoal. We deferred a final decision pending the review by F&N. An additional copy of the case summary previously distributed is attached for your convenience.)

Since we last met on February 8, certain changes have taken place. RJR has dropped Premier. Our management has decided to pursue a low CO approach using a different heat source than that covered by PM 1319. Consequently, I believe we should consider filing PM 1319 abroad on a more limited basis than originally contemplated. Our current suggestions for this purpose are: Australia, Canada, China, Japan, Philippines, South Africa, Hong Kong, South Korea, Singapore, Taiwan and the EPO designating Austria, Belgium, Germany, France, Greece, Italy, Netherlands, Spain, Sweden, Switzerland, UK.

For comparison purposes, please refer to the list for PM 1322 (the basic product case) that you received with my memo of February 10.

We may need to have a meeting to discuss this, since a decision must be reached before the end of April.

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Attachment

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